

What is claimed is:

1           1. A method of brokering a real estate transaction, the method comprising:  
2                   (a) electronically communicating property information to potential  
3           buyers over a computer network, the property information stored in a property  
4           database including a plurality of property records, each property record  
5           identifying a real estate property; and  
6                   (b) electronically communicating a real estate transaction document to  
7           one of a seller party and a buyer party for use in conducting a transaction  
8           between a seller and a buyer for the selected real estate property.

1           2. The method of claim 1, wherein electronically communicating the real  
2           estate transaction document includes electronically transmitting the real estate  
3           transaction document to one of the seller and buyer.

1           3. The method of claim 2, further comprising:  
2                   (a) receiving contact information from each of the seller and buyer for  
3           the selected real estate property; and  
4                   (b) communicating the contact information for one of the seller and  
5           buyer to the other of the seller and buyer.

1           4. The method of claim 1, wherein electronically communicating the real  
2           estate transaction document includes electronically transmitting the real estate  
3           transaction document to one of a seller's agent and a buyer's agent.

1           5. The method of claim 1, further comprising electronically transmitting the  
2           real estate transaction document to a transaction facilitating entity.

1           6. The method of claim 5, wherein the transaction facilitating entity is  
2           selected from the group consisting of an attorney, a mortgage provider and a title  
3           provider.

1           7. The method of claim 1, further comprising scheduling a showing of the  
2           selected real estate property online.

1           8. The method of claim 7, further comprising displaying to a buyer party a  
2 calendar indicating available showing times.

1           9. The method of claim 1, further comprising electronically communicating  
2 comparable information for the selected real estate property to at least one of a seller  
3 and a buyer.

1           10. The method of claim 9, wherein electronically communicating comparable  
2 information for the selected real estate property includes accessing a transaction  
3 database including transactional information for a plurality of real estate transactions.

1           11. The method of claim 10, further comprising accessing the transaction  
2 database to detect a covert transaction for the selected real estate property.

1           12. The method of claim 1, further comprising collecting a commission from  
2 the seller party in response to completion of a real estate transaction for the selected  
3 real estate property.

1           13. The method of claim 12, wherein the commission is based on a percentage  
2 of the transaction price.

1           14. The method of claim 13, wherein the commission is one percent of the  
2 transaction price.

1           15. The method of claim 12, wherein the commission is a fixed fee.

1           16. The method of claim 12, wherein collecting the commission includes  
2 collecting the commission using an electronic payment transaction.

1           17. The method of claim 1, further comprising collecting a fixed fee from the  
2 seller party for listing the selected real estate property in the property database.

1           18. The method of claim 1, further comprising collecting a fee from the seller  
2 party for an enhanced service provided thereto.

1           19. The method of claim 1, wherein electronically communicating the real  
2 estate transaction document includes at least one of communicating an offer,  
3 communicating a counteroffer, communicating a rejection and communicating an  
4 acceptance to one of the seller party and buyer party over the computer network.

1           20. The method of claim 19, further comprising collecting earnest money  
2 from the buyer party using an electronic payment transaction.

1           21. The method of claim 20, wherein collecting earnest money from the buyer  
2 party includes electronically depositing the earnest money in an escrow account.

1           22. The method of claim 19, wherein electronically communicating the real  
2 estate transaction document includes conducting negotiations for a purchase contract  
3 for the selected real estate property entirely through electronic communications.

1           23. The method of claim 22, wherein conducting negotiations for the purchase  
2 contract for the selected real estate property are performed entirely through electronic  
3 communications between a seller and a buyer.

1           24. The method of claim 19, wherein electronically communicating the real  
2 estate transaction document includes conducting negotiations for a purchase contract  
3 using an online real time interactive communications interface.

1           25. The method of claim 24, further comprising concurrently maintaining  
2 separate private interactive communications between the buyer party and one of a  
3 seller and a seller's agent from the seller party, and between the seller and the seller's  
4 agent, while conducting negotiations for the purchase contract.

1           26. The method of claim 1, wherein electronically communicating the real  
2     estate transaction document includes communicating a disclosure document to the  
3     buyer party.

1           27. The method of claim 26, wherein electronically communicating the real  
2     estate transaction document further includes:

3                   (a) receiving disclosure information from the seller party via an online  
4     interface;

5                   (b) generating the disclosure document from the disclosure  
6     information.

1           28. The method of claim 1, further comprising proactively notifying the buyer  
2     party of property records in the property database that match a search criteria input by  
3     the buyer party.

1           29. The method of claim 1, further comprising:

2                   (a) electronically receiving property information for the selected real  
3     estate property from the seller party; and

4                   (b) electronically generating the property record from the property  
5     information received from the seller party.

- 1           30. A method of negotiating a contract, the method comprising:
- 2                 (a) electronically generating an offer by revising, under the direction
- 3                 of a first party, an electronic form including an immutable contract term and a
- 4                 mutable contract term, wherein revising the electronic form includes
- 5                 configuring the mutable contract term;
- 6                 (b) electronically transmitting the electronic form to a second party
- 7                 with the electronic form incorporating the configuration made by the first
- 8                 party;
- 9                 (c) electronically generating a counteroffer by revising the electronic
- 10                form under the direction of the second party, wherein electronically generating
- 11                the counteroffer includes modifying the mutable contract term;
- 12                (d) electronically transmitting the electronic form to the first party
- 13                with the electronic form incorporating the revision made by the second party;
- 14                and
- 15                (e) electronically tracking revisions to the electronic form.

- 1        31. A method of brokering a real estate transaction, the method comprising:
- 2                (a) electronically generating a disclosure document received from a
- 3        seller party over a computer network; and
- 4                (b) electronically communicating the disclosure document to a buyer
- 5        party for use in conducting a transaction between a seller and a buyer for the
- 6        selected real estate property.

1           32. A method of brokering a real estate transaction, the method comprising:  
2                 (a) electronically receiving scheduling information from one of a seller  
3           party and a buyer party over a computer network, the scheduling information  
4           stored in a scheduling record associated with a property record identifying a  
5           real estate property; and  
6                 (b) electronically communicating the scheduling information to one of  
7           the seller party and the buyer party for use in conducting a transaction between  
8           a seller and a buyer for the selected real estate property.

1           33. The method of claim 32, wherein the scheduling information includes  
2           available showing times for the selected real estate property, and wherein  
3           electronically communicating the scheduling information to one of the seller party and  
4           the buyer party includes:  
5                 (a) electronically communicating a selected showing time among the  
6           available showing times from the buyer party to the seller party.

1           34. An apparatus, comprising:  
2                   (a) a memory; and  
3                   (b) a program resident in the memory and accessible by a buyer party  
4           and a seller party, the program configured to store property information  
5           received from the seller party over a computer network, and to electronically  
6           communicate a real estate transaction document to one of the seller party and  
7           the buyer party for use in conducting a transaction between a seller and a buyer  
8           for the selected property.

1           35. The apparatus of claim 34, wherein the program is further configured to  
2           electronically communicate the real estate transaction document by electronically  
3           transmitting the real estate transaction document to one of the seller and buyer.

1           36. The apparatus of claim 35, wherein the program is further configured to:  
2                   receive contact information from each of the seller and buyer for the  
3                   selected real estate property; and to  
4                   communicate the contact information for one of the seller and buyer to  
5                   the other of the seller and buyer.

1           37. The apparatus of claim 34, wherein the program is further configured to  
2           electronically communicate the real estate transaction document by electronically  
3           transmitting the real estate transaction document to one of a seller's agent and a  
4           buyer's agent.

1           38. The apparatus of claim 34, wherein the program is further configured to  
2           electronically transmit the real estate transaction document to a transaction facilitating  
3           entity, the transaction facilitating entity selected from the group of an attorney, a  
4           mortgage provider, and a title provider.

1           39. The apparatus of claim 34, wherein the program is further configured to  
2           schedule a showing of the selected real estate property online.



1           40. The apparatus of claim 39, wherein the program is further configured to  
2 display to a buyer party a calendar indicating available showing times.

1           41. The apparatus of claim 34, wherein the program is further configured to  
2 electronically communicate comparable information for the selected real estate  
3 property to at least one of a seller and a buyer.

1           42. The apparatus of claim 41, wherein the program is further configured to  
2 electronically communicate comparable information for the selected real estate  
3 property by accessing a transaction database including transactional information for a  
4 plurality of real estate transactions.

1           43. The apparatus of claim 42, wherein the program is further configured to  
2 access the transaction database to detect a covert transaction for the selected real  
3 estate property.

1           44. The apparatus of claim 34, wherein the program is further configured to  
2 collect a commission from the seller party in response to completion of a real estate  
3 transaction for the selected real estate property.

1           45. The apparatus of claim 44, wherein the program is further configured to  
2 collect the commission by collecting the commission using an electronic payment  
3 transaction.

1           46. The apparatus of claim 34, wherein the program is further configured to  
2 electronically communicate the real estate transaction document by at least one of  
3 communicating an offer, communicating a counteroffer, communicating a rejection  
4 and communicating an acceptance to one of the seller party and buyer party over the  
5 computer network.

1           47. The apparatus of claim 46, wherein the program is further configured to  
2 collect earnest money from the buyer party using an electronic payment transaction  
3 and to electronically deposit the earnest money in an escrow account.

1           48. The apparatus of claim 46, wherein the program is further configured to  
2 electronically communicate the real estate transaction document by conducting  
3 negotiations for a purchase contract for the selected real estate property entirely  
4 through electronic communications.

1           49. The apparatus of claim 48, wherein the program is further configured to  
2 conduct negotiations for the purchase contract for the selected real estate property  
3 entirely through electronic communications between a seller and a buyer.

1           50. The apparatus of claim 46, wherein the program is further configured to  
2 electronically communicate the real estate transaction document by conducting  
3 negotiations for a purchase contract using an online real time interactive  
4 communications interface.

1           51. The apparatus of claim 50, wherein the program is further configured to  
2 concurrently maintain separate private interactive communications between the buyer  
3 party and one of a seller and a seller's agent from the seller party, and between the  
4 seller and the seller's agent, while conducting negotiations for the purchase contract.

1           52. The apparatus of claim 34, wherein the program is further configured to  
2 electronically communicate the real estate transaction document by communicating a  
3 disclosure document to the buyer party.

1           53. The apparatus of claim 52, wherein the program is further configured to  
2 electronically communicate the real estate transaction document by receiving  
3 disclosure information from the seller party via an online interface, and generating the  
4 disclosure document from the disclosure information.

1           54. The apparatus of claim 34, wherein the program is further configured to  
2 proactively notify the buyer party of property records in the property database that  
3 match a search criteria input by the buyer party.

1           55. A program product, comprising:

2                   (a) a program configured to be accessed by a buyer party and a seller  
3           party, the program configured to store property information received from the  
4           seller party over a computer network, and to electronically communicate a real  
5           estate transaction document to one of the seller party and the buyer party for  
6           use in conducting a transaction between a seller and a buyer for the selected  
7           property.

8                   (b) a signal bearing medium bearing the program.

1           56. A program product of claim 55, wherein the signal bearing medium  
2           comprises at least one of a recordable medium and a transmission medium.